

APPENDIX C PRICING INDEX
DIR-SDD-2011 - Amendment No. 3
DATA PROJECTIONS, INC.

MANUFACTURER	PRODUCT	Customer Discount % off MSRP
AMK	Educational Package for Classrooms	45.75%
	PSA Series	45.75%
	QSA Series	45.75%
	PT Series	28.00%
	QT Series	45.75%
	PLW Series	45.75%
	PCS Series	45.75%
	CX Series	45.75%
	SA Series	45.75%
	SQ Series	45.75%
	WR/LW Series	30.00%
	CS Series	45.75%
	Transformers	28.00%
AMX	All	41.75%
AUDIO TECHNICA		
	20 SERIES MICS	36.75%
	2000 SERIES WIRELESS	36.75%
	3000 SERIES WIRELESS	36.75%
	40 SERIES MICS	19.75%
	AE WIRELESS	36.75%
	ARTIST ELITE	36.75%
	ATM SERIES MICS	36.75%
	BROADCAST MICS	19.75%
	BROADCAST WIRELESS	36.75%
	COMMERCIAL MIXERS	19.75%
	DJ	36.75%
	ENGINEERED SOUND	34.00%
	ENGINEERED SOUND ACCESSY	13.00%
	FREEWAY 200 SERIES	36.75%
	FREEWAY 700 SERIES	36.75%
	HEADBAND	36.75%
	IEM ACCESSORIES	36.75%
	M2 Series Wireless	36.75%
	M3 Series Wireless	36.75%
	MICROPHONE ACCYS	36.75%
	MICS/CABLES FOR WRLS	36.75%
	MIDNIGHT BLUES MICS	36.75%
	PRO SERIES MICS	36.75%
	PROFESSIONAL	36.75%
	PROPOINT MICS	19.75%
	PROSUMER WIRELESS	19.75%
	SEMI-PROFESSIONAL	36.75%
	SYSTEM 8	36.75%
	UNIPOINT MICS	19.75%
	WIRELESS ACCYS	36.75%
	CABLES	36.75%

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AVTEQ	Executive Series Carts	
	RPS 1000 Series	40.00%
	RPS 800, 500, 400 and 200 Series	21.00%
	Corporate Series Carts	
	GMP 350	44.00%
	RMP-250M-TT1	38.00%
	GMP 350, 300, 200 Series & RMP 250	35.00%
	Specialized Solutions	21.00%
	Telemedicine Carts	
	TMP-600	32.00%
	TMP-600-TT2	27.00%
	TMP-800	23.00%
	Learning Series	
	GM-200S	41.00%
	GM-300L, GM-200L, GM-300S and GM-350S	34.00%
	GM-350L	27.00%
	Telepresence Solutions	37.00%
	Technology Conference Series (Excluding PD-100)	37.00%
	PD-100	22.00%
	Custom Kiosks	22.00%
	Digital Signage	NA
BIAMP	All	39.75%
CHIEF MFG	Mounts and Interactive Solutions	29.75%
	Racks	29.75%
CHRISTIE	Christie M Series WX, DS+, HD, WU	33.00%
	Christie M Series WX, DS+, HD, WU , Lenses, Lamps and Accessories	16.00%
	Christie J Series SX+, HD, WUXGA - Xenon	36.00%
CRESTRON	All Except DMPS-300-C & DM-RMC-200-C	41.75%
	DMPS-300-C	45.00%
	DM-RMC-200-C	47.50%
CROWN	All Except Commercial Audio	42.25%
	Commercial Audio	15.00%
DA-LITE	Electric Screens, Fixed Frame Screens, Interactive Products, Mounts, Carts and Accessories	21.00%
	Fast Fold Products	21.00%
DRAPER		
	Motorized & Manual Screens	28.75%
	Portable Screens	28.75%

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ELMO	All	21.75%
EPSON	Projectors	5.00%
	Large Venue Projectors	15.00%
	Other	5.00%
FRONT ROW	All	20.00%
INFOCUS	Portable Series	7.00%
	Office/Classroom Series	7.00%
	Large Venue Series	33.75%
	Accessories	2.00%
JBL	All	24.75%
KRAMER	All	41.75%
LG	Education, Government and Healthcare Solutions	36.75%
	Pedestal Stands & Speakers	10.00%
LIBERTY CABLE (LIBAV)	All	40.00%
NEC	All	1.00%

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POLYCOM	Audio Conferencing	
	TIER.05 (Accessories)	2.00%
	TIER.06 (C100 Series, CX Series, Voice Station 300/500, VVX 1500 Series)	5.00%
	TIER.08 (SoundStructure)	18.00%
	TIER.09 (SoundPoint IP Series, SoundStation Series)	20.00%
	AUD.4 (Vortex Series)	25.50%
	AUD.10 (SoundStation VTX 1000 Series)	27.50%
	Video Conferencing (excludes PN 5150-18350-005)	
	VID.2 (HDX 6000/7000, Group 300, m100, QDX Series Cameras and Cables, RPAD Appliances, RealPresence Ready)	15.00%
	VID.4 (HDX 4000/4500/8000/9000, ATX SERIES, QDX 6000, Group 500, Media Center, Resource Manager Series, RPAD Licenses, RPX HD 200 Series, View Media Centre)	26.00%
	VID.1 (Service - Discontinued RMX 2000 - RMX 4000 Options and Upgrades)	NA
	NS.1 (DMA 7000, RMX 1500/2000/4000)	29.75%
	NS.2 (CMA 4000/5000, RSS 4000, VBP Series)	21.50%
	NS.99 (Infrastructure Accessories)	2.00%
	TIER.05 (HDX ACCESSORIES)	2.00%
	TIER.06 (REALPRESENCE VIDEO CONTENT MANAGEMENT, REALPRESENCE ROOM, REALPRESENCE FIREWALL TRAVERSAL AND SECURITY)	5.00%
	TP.1 (OTX 100 Series, RPX HD Series)	5.00%
	SW.1 (Software)	5.00%
	ACC.1 (Accessories)	2.00%
PROJECTION DESIGN	Projectors and Warp Blending processors	9.00%
	Extended Warranty and Service offerings, ProNet, Service Parts	9.00%
	Lens, Lamps, X-Ports	9.00%
QSC AUDIO	All	14.75%
REVOLABS	HD Executive, HD Single/Dual Channel Wireless, Venue, Fusion, Solo	17.75%
	FLX	17.75%
SHURE	All	29.75%

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SMART TECHNOLOGIES	Government	
	Audio Conferencing	14.75%
	Video Conferencing	14.75%
	Web Conferencing	14.75%
	Webcasting	14.75%
	Room-based Conferencing	14.75%
	Peripherals/Accessories	21.75%
	Education	
	Audio Conferencing	20.00%
	Video Conferencing	20.00%
	Web Conferencing (Except SBM680)	20.00%
	SBM680	25.00%
	Webcasting	20.00%
	Room-based Conferencing	20.00%
SONIC FOUNDRY	All	4.00%
SPECTRUM INDUSTRIES	All	44.75%
VADDIO	All (Except part # 999-9906-000)	15.50%
	999-9906-000	31.07%
VBRICK	All	24.75%
VFI	Packaged Solutions, Modular Racks, Lecterns, Podiums	30.00%
	Plasma/LCD Carts, Credenzas	26.00%
	Plasma/LCD Mounts, MultiMedia Furniture	28.00%
	RDY2GO MULTIMEDIA CENTER	33.00%
	Options	30.00%
	VIDEO CONFERENCE and COLLABORATION TABLES	33.00%
	VIDEO CONFERENCE and COLLABORATION TABLES Options	30.00%
VISIX	Hardware	8.00%
	Accessories	2.50%
	Software	1.00%
	Maintenance	1.00%
	Custom Content Services	1.00%
WOLVISION	All except Light Box (Unregistered)	19.75%
	Light Box	19.75%

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	RELATED SERVICES	
DPI	Installation	
	Install Labor	19.75%
	Video Install Labor	19.75%
	Project Management	19.75%
	Control System Programming	19.75%
	System Design and Documentation	19.75%
DPI	Maintenance and Support	
	BRONZE MAINTENANCE AGREEMENT 1 YR	5.00%
	BRONZE MAINTENANCE AGREEMENT 2 YR	7.50%
	BRONZE MAINTENANCE AGREEMENT 3 YR	10.00%
	SILVER MAINTENANCE AGREEMENT 1 YR	5.00%
	SILVER MAINTENANCE AGREEMENT 2 YR	7.50%
	SILVER MAINTENANCE AGREEMENT 3 YR	10.00%
	GOLD MAINTENANCE AGREEMENT 1 YR	5.00%
	GOLD MAINTENANCE AGREEMENT 2 YR	7.50%
	GOLD MAINTENANCE AGREEMENT 3 YR	10.00%
	PLATINUM MAINTENANCE AGREEMENT 1 YR	5.00%
	PLATINUM MAINTENANCE AGREEMENT 2 YR	7.50%
	PLATINUM MAINTENANCE AGREEMENT 3 YR	10.00%
	Polycom Premier Maintenance/Services	4.75%
	ScanSource Total Coverage Premier 1 Year	2.50%
	ScanSource Total Coverage Premier 3 Year	7.50%
DPI	Training	
	On-Site (15-person maximum)	24.75%
	Individual (vendor site)	24.75%
	Group (vendor site; 15-person maximum)	24.75%